

# Hawai'i District Office Lenders Bulletin



December 2006

## News Flash

### Lender Training

The District Office will be conducting Lender Training throughout 2007. Training will be conducted at two levels.

**The first level - SBA 101** will provide a broad overview of the Agency's financial programs and is geared towards lenders who are new to SBA. The presentation is about 45 minutes, thus the District staff can arrange to conduct training at your branch location and at your convenience. Please call Jerry Hirata at (808) 541-2990, extension 210.

**The second level - SBA 201** will cover the more technical aspect of the loan program. Topics covered will be:

#### Qualifying a Loan Applicant - Eligibility Issues

- Type of Business

- Credit Elsewhere Test

- Size

- Purpose of Loan

- Loan Amount, Guaranty Percentage & Guaranty Fee

- Principals

#### Loan Processing

- Required Forms

- Clearances required

- Credit Issues-SBA requirements

- Working with the Sacramento Loan Processing Center and Commercial Loan Servicing Center

This course will be conducted at the Federal Building and will take about 3 hours. Please mark February 8, 2007 - Thursday on your calendar as the first SBA 201 training date from 9:00am-noon at the Prince Jonah Kuhio Federal Building, Room 5-208.

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**STEVEN C. PRESTON  
ADMINSTRATOR  
U.S. SMALL BUSINESS ADMINISTRATION**

Steven C. Preston was confirmed by the U.S. Senate by unanimous consent on June 29, 2006 as the 22nd Administrator of the U.S. Small Business Administration.

Administrator Preston is passionate about the opportunity for relevant public service presented by the President's nomination and the Senate's confirmation. With almost 25 years of experience in financial and operational leadership positions, Preston is committed to serving the small business community.

In his business experience as an executive and as an investment banker, Preston has been deeply involved in small businesses and recognizes the vital role they play in society. He has worked with investors and their portfolio companies on strategic and operational issues, helped franchisees become more effective through training, funding and business process support, worked directly with small companies seeking to tap into public and private capital markets and advised friends and family members.

During the first half of his private sector career, Preston worked in investment banking and treasury management, where he was a senior vice president and treasurer of First Data Corporation, and an investment banker at Lehman Brothers. During this period, he advised companies on strategic issues, worked with them to gain access to capital, designed complex financial risk management strategies, evaluated investments and dealt with credit issues.

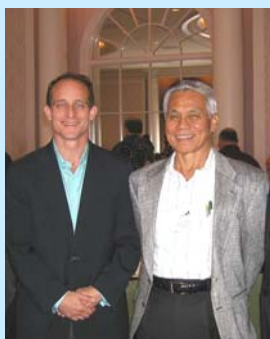
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#### *Administrator Preston - continued*

Preston most recently served as Executive Vice President of The ServiceMaster Company, where he also served as chief financial officer during a period of expansion, restructuring and significant change in the regulatory environment. He worked extensively on initiatives to improve the customer experience and employee effectiveness through the use of process reengineering and technology.

He currently serves as vice chairman of the Board of Visitors for the Weinberg College of Arts and Sciences at Northwestern University, and has served on numerous boards of philanthropic and other organizations.

Preston graduated with Highest Distinction from Northwestern University with a political science degree, and received an MBA from the University of Chicago Graduate School of Business. He also has studied at the Ludwig-Maximilians-Universität in Munich, Germany.



Administrator Steven C. Preston with  
District Director Andrew Poepoe

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#### *Lender Training – continued*

A flyer and sign-up will follow as we get closer to February 2007. For further information, please call Jerry M. Hirata at (808) 541-2990, extension 210.

For neighbor island lenders who are unable to make the February 8, 2007 date, training can be arranged through [www.readytalk.com](http://www.readytalk.com) on another date and time and at your convenience. This is a JAVA-based product, so please conduct a browser check at the ReadyTalk website.



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# Happy Holidays